

## **Tab 26**

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**Table 4: Markups of AWP over BCBS-MA's purchase prices for Bristol-Myers Squibb drugs**

Drug	NDC	Year				
		1994	1995	1996	1997	1998
BLENOXANE	00015301020				79.2%	
	00015306301			60.3%	83.4%	84.6%
PARAPLATIN	00015321330	26.3%		26.3%	21.1%	31.5%
	00015321430	26.3%		26.3%	23.0%	30.4%
	00015321530			26.4%	26.3%	30.4%
TAXOL	00015345620		25.0%			
	00015347527			25.0%		
	00015347627			25.0%		
VEPESID	00015308420				1264.9%	
	00015309520	80.1%	138.3%	433.8%	1257.7%	1264.9%

Source: Bristol-Myers Squibb indirect sales data.

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**Table 7: Markups of AWP over CIGNA's purchase prices for AstraZeneca drugs**

Drug	NDC	Year													
		1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
ZOLADEX	00310096036	25.0%	25.0%	24.8%	22.8%	45.3%	52.1%	50.3%	56.7%	49.0%	40.5%	40.5%	40.5%		
	00310096130						44.3%	43.1%	50.8%	48.3%	40.0%	40.5%	40.5%		

Source: AstraZeneca indirect sales data.

**Table 8: Markups of AWP over CIGNA's purchase prices for Bristol-Myers Squibb drugs**

Drug	NDC	Year									
		1993	1994	1995	1996	1997	1998	1999	2000	2001	2002
BLENOXANE	00015301020				55.0%	55.0%	55.0%		182.0%	207.7%	207.7%
	00015306301								240.5%	265.9%	265.9%
CYTOXAN	00015050141	86.8%									
	00015050301				19.6%	19.6%	21.6%				67.7%
	00015050641	117.9%									
	00015053941	106.7%		186.7%	186.7%	158.0%				222.5%	
	00015054641	129.8%		250.0%	250.0%	308.3%	308.3%			390.0%	
	00015054741	124.8%		311.4%	311.4%	433.2%	441.3%	441.3%		471.3%	
	00015054841	149.4%		292.6%	343.7%	475.3%	494.2%	533.7%	542.9%	551.0%	549.0%
	00015054941							543.1%	543.1%	543.1%	546.9%
PARAPLATIN	00015321330							26.3%	26.7%	28.4%	34.6%
	00015321430				19.6%			26.3%	26.6%	27.8%	35.4%
	00015321530				19.6%		25.0%	26.3%	26.7%	28.4%	36.4%
VEPESID	00015306120								2228.9%	2319.6%	2319.6%
	00015308420			90.9%							
	00015309520		52.5%	103.2%	259.6%	695.5%	702.9%	1530.5%			

Source: Bristol-Myers Squibb indirect sales data.

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**Table 11: Markups of AWP over Fallon's purchase prices for AstraZeneca drugs**

Drug	NDC	Year							
		1995	1996	1997	1998	1999	2000	2001	2002
ZOLADEX	00310096036	25.0%				150.0%	150.0%	147.3%	150.0%
	00310096130					150.0%	150.0%	142.7%	150.0%

Source: AstraZeneca indirect sales data.

**Table 12: Markups of AWP over Fallon's purchase prices for Bristol-Myers Squibb drugs**

Drug	NDC	Year							
		1994	1995	1996	1997	1998	1999	2000	2001
BLENOXANE	00015301020			60.4%	72.1%	99.6%	110.8%	116.0%	204.1%
	00015301026						125.6%		
	00015306301							210.8%	254.8%
CYTOXAN	00015054841			250.3%	369.1%	432.2%	491.4%	509.4%	511.1%
	00015054941			236.2%	365.0%	483.3%	509.3%	506.7%	511.9%
PARAPLATIN	00015321330	26.3%		26.6%	24.3%	26.2%	26.7%	25.8%	28.3%
	00015321430	26.3%		26.6%	23.7%	26.2%	26.7%	26.1%	28.6%
	00015321530	26.3%		26.6%	23.5%	25.4%	27.1%	26.0%	28.7%
VEPESID	00015306220			437.9%					
	00015309145					20.2%	28.5%		
	00015309520	59.3%	88.3%	616.0%	993.9%	1315.7%	1550.6%	1963.6%	2240.6%
	00015309530		259.2%	458.9%	993.7%				

Source: Bristol-Myers Squibb indirect sales data.

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**Table 15: Markups of AWP over Harvard Pilgrim's purchase prices for AstraZeneca drugs**

Drug	NDC	Year											
		1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002
ZOLADEX	00310096036	25.0%	25.0%	24.2%	26.8%	41.3%	44.0%	41.8%	109.2%	153.6%		150.0%	150.0%
	00310096130						40.7%	40.6%	125.1%	152.7%	150.1%	150.0%	150.0%

Source: AstraZeneca indirect sales data.

**Table 16: Markups of AWP over Harvard Pilgrim's purchase prices for Bristol-Myers Squibb drugs**

		Year									
Drug	NDC	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002
BLENOXANE	00015301020				59.7%	81.8%	101.0%	111.8%	159.4%	182.0%	
CYTOXAN	00015050301				26.0%	28.6%	30.3%	33.3%	38.5%		
	00015050401					28.8%	30.0%	35.8%	40.4%		
	00015054741								447.0%		
	00015054841	119.8%			367.5%	367.5%	417.1%	524.9%	542.9%	542.9%	
PARAPLATIN	00015321330				26.3%		21.7%	31.6%		28.6%	
	00015321430				26.3%		21.7%	31.6%		28.8%	
	00015321530				26.3%		22.2%	31.6%		28.3%	
VEPESID	00015309145				27.7%	28.4%	30.2%	33.0%	38.7%		
	00015309520			136.8%	388.9%	1137.9%	1275.2%				136.8%

Source: Bristol-Myers Squibb indirect sales data.